Retail Promotion Status Report

6/23/97

Month	Brand	Promotion	Kit #	(MIDAS) Alloc#	Total Kits Allocated (Original)	Total Kits Ordered	Utilization	Retail Utilization	Dist. Utilization	Last In-Field Date	Comments:
Oct-97	B&H	B2G1F Menthol Kit (Pwrfce)	48403	04268	700	0	0.00%	0.00%	0.00%	10/24/97	
Sep-97	B&H	Catalogs Kit (Galleria)	45801	03834	15,000	172	1.15%	0.00%	0.00%	9/12/97	
	B&H	B1G1/2F Display Kit	45401	03825	5,013	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B1G1/2F Kit (Military)	45402	03828	130	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B1G1/2F CF Header Kit	45501	03827	1,128	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B1G1/2F CF Header Kit (Mil)	45502	03829	130	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B2G1F Menthol Kit	45201	03821	21,290	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B2G1F Menthol Kit (Military)	45202	03822	155	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B2G1F Non Menthol Kit	45301	03823	9,920	0	0.00%	0.00%	0.00%	9/12/97	
	B&H	B2G1F Non Menthol Kit (Mil)	45302	03824	155	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B2G1F 40Dl Kit (Region 1)	44401	03756	14,203	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B2G1F 40Dl Kit (Regs 2-5)	44501	03757	12,625	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	Catalog Kit (Retail)	44502	03943	10,000	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B1G1/2F Kit (Region 1)	44101	03750	1,433	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B1G1/2F Kit (Regs 2-5)	44301	03754	3,400	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B1G1/2F CF Hdr Kit (Reg 1)	44102	03751	239	0	0.00%	0.00%	0.00%	9/12/97	
	Merit	B1G1/2F CF Hdr Kit (Regs 2-5)	44302	03755	755	0	0.00%	0.00%	0.00%	9/12/97	
	V/S	B2G1F 20Dl Kit	44601	03769	51,962	0	0.00%	0.00%	0.00%	9/12/97	
	V/S	B2G1F 20Dl Kit (Military)	44602	03907	303	0	0.00%	0.00%	0.00%	9/12/97	
	V/S	B1G1/2F Display Kit	44701	03779	6,558	0	0.00%	0.00%	0.00%	9/12/97	
	V/S	B1G1/2F CF Hdr Kit	46901	03908	1,549	0	0.00%	0.00%	0.00%	9/12/97	
	V/S	Catalogs Kit (Retail)	44603	05160	15,755	0	0.00%	0.00%	0.00%	9/12/97	
Jul-97	Parl	Region 1 $.50c off Kit	20301	03126	23,370	23,332	99.84%	0.30%	93.70%	7/11/97	6% Other
	Parl	Region 2 $.50c off Kit (Mil)	28202	03820	25	25	100.00%	56.00%	0.00%	7/11/97	44% Depot
	Parl	Region 1 $.50c off Kit (Mil)	20302	03819	25	7	28.00%	41.20%	0.00%	7/11/97	58.8% Depot
Jun-97	Parl	B1G1F Kit	00714	03158	6,967	6,964	99.96%	0.00%	82.10%	6/27/97	17.9% Other
	Parl	B1G1F Menthol Kit	35101	04391	14,490	13,636	94.11%	98.70%	0.00%	6/27/97	1.3% Other
	Parl	Florida Temp POS Van Kit	43501	03658	500	395	79.00%	3.80%	0.00%	8/15/97	96.2% Other
	Parl	Florida B-Rack Kit (Old)	43502	03660	100	100	100.00%	2.00%	0.00%	8/15/97	98% Other
	Parl	Florida Banner Kit	43503	03661	300	280	93.33%	7.90%	0.00%	8/15/97	92.1% Other
	Parl	Florida B-Rack Kit (New)	43504	03675	300	220	73.33%	5.00%	0.00%	8/15/97	95% Other
	Parl	Florida Polar Motion Clock Kit	76817	76847	312	170	54.49%	45.20%	0.00%	8/15/97	54.8% Other
	Parl	Florida Set Sell Disp Kit	43505	03987	1,140	1,128	98.95%	25.30%	0.00%	8/15/97	74.7% Other

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6/23/97

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May-97	V/S	B2GFree CD 20 Deal Kit	34901	02999	44,565	44,121	99.00%	7.20%	85.10%	5/16/97	7.7% Other
	V/S	B2GFree CD Refill Kit	76821	76822	1,425	1,425	100.00%	6.40%	93.60%	5/16/97	
	V/S	B2GF CD Opt'l Floor Base Kit	41501	02548	23,000	4,468	19.43%	85.70%	2.50%	5/16/97	11.8% Other
	V/S	B1G1/2F 20 Deal Kit	07901	02275	7,805	6,414	82.18%	69.10%	29.70%	5/16/97	1.2% Other
	V/S	B1G1/2F 20 Deal CF Hdr Kit	09401	02998	992	993	100.10%	0.00%	99.70%	5/16/97	0.3% Other
	Merit	B2G1F 40 Deal Kit	37901	02295	27,640	26,008	94.10%	5.00%	78.10%	5/16/97	21.4% Other
	Merit	B1G1/2F 30 Deal Kit	38101	02497	5,034	4,379	86.99%	74.00%	22.00%	5/16/97	4% Other
	Merit	B1G1/2F 30 Deal CF Hdr Kit	13302	02972	558	559	100.18%	0.00%	99.50%	5/16/97	.5% Other
	Merit	Catalogs Kit	67212	76833	4,000	2,127	53.18%	N/A	N/A	5/16/97	
	B&H	B2GF Lighter Menthol Kit	30101	02361	19,666	15,432	78.47%	8.10%	86.70%	5/16/97	5.2% Other
	B&H	B2GF Lighter Menthol (Mil)	30102	03000	145	139	95.86%	70.50%	0.00%	5/16/97	28.8% Depot/0.7% Other
	B&H	B2GF Lighter Regular Kit	34201	02362	10,430	10,019	96.06%	14.60%	76.80%	5/16/97	8.6% Other
	B&H	B2GF Lighter Regular (Mil)	34202	02504	145	139	95.86%	73.40%	0.00%	5/16/97	26.6% Depot
	B&H	B1G1/2F 30 Deal Kit	40401	02426	5,046	4,397	87.14%	70.40%	28.40%	5/16/97	1.2% Other
	B&H	B1G1/2 F 30 Deal CF Hdr Kit	40403	02551	402	402	100.00%	0.00%	98.50%	5/16/97	1.5% Other
	B&H	B1G1/2F 30 Deal Kit (Mil)	40402	02526	204	203	99.51%	63.50%	0.00%	5/16/97	32.5% Depot/3.9% Other
	B&H	B2GF Lighter Powerforce Kit	76784	72030	8,432	8,432	100.00%	0.00%	0.00%	5/16/97	100% Other
	B&H	Take 1 Flier Kit -Wash.	46001	03870	2,205	2,199	99.73%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-St. Louis	46803	03888	486	481	98.97%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-New Orl.	46101	03871	1,366	1,353	99.05%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-L.A.	46503	03882	2,039	2,031	99.61%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-Detroit	46703	03886	1,694	1,670	98.58%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-Dallas	46403	03880	1,050	1,023	97.43%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-Chicago	46603	03884	2,148	2,109	98.18%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-Atlanta	46203	03876	1,998	1,983	99.25%	N/A	N/A	5/16/97	
	B&H	Take 1 Flier Kit-Houston	46303	03878	2,112	2,095	99.20%	N/A	N/A	5/16/97	
	B&H	Take1 Kit-Open Alloc.-Wash	46002	03873	345	345	100.00%	0.00%	0.00%	5/16/97	100% Other
	B&H	Take1 Kit-Open Alloc-St. Lous	46804	03889	214	0	0.00%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc-N.O.	46102	03872	344	216	62.79%	100.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc.-L.A.	46504	03883	386	0	0.00%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc.-Detr.	46704	03887	346	0	0.00%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc-Dallas	46404	03881	350	1	0.29%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc-Chi.	46604	03885	312	0	0.00%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc-Atlanta	46204	03877	302	0	0.00%	0.00%	0.00%	5/16/97	
	B&H	Take1 Kit-Open Alloc-Houston	46304	03879	378	7	1.85%	0.00%	0.00%	5/16/97	
	Parl	B2GF Hologram Lighter Kit	25101	02348	21,660	21,645	99.93%	15.30%	67.90%	5/16/97	16.8% Other

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Apr-97	B&H	Alb. POS Refresher Kit	43002	03545	2,700	377	13.96%	66.10%	0.00%	4/28/97	33.9% Other
	B&H	Alb. Display Kit	43003	03546	3,700	271	7.32%	88.00%	0.00%	4/28/97	12% Other
	B&H	Alb. Test POS Kit	43001	03539	1,148	811	70.64%	85.90%	0.00%	4/28/97	14.1% Other
	B&H	Alb. Carton Kit	44201	03752	315	100	31.75%	90.90%	0.00%	4/28/97	9.1% Other
Mar-97	V/S	Ctn w/T-Shirt CF Header Kit	35901	10527	1,119	1,115	99.64%	0.00%	0.00%	3/28/97	
	V/S	Catalogs Kit	10671	10672	15,755	9,741	61.83%	0.00%	0.00%	3/28/97	
	B&H	B2G1F 40 Deal Kit (New York)	05401	02253	1,380	1,133	82.10%	0.00%	97.70%	3/28/97	
Jan-97	B&H	B2G1F 40 Deal Kit	38001	10509	33,160	32,723	98.68%	19.80%	70.00%	1/24/97	
	B&H	B2G1F 40 Deal Kit (Military)	38002	10530	420	420	100.00%	56.70%	0.00%	1/24/97	33.1% Depot
	Merit	B1G 1/2F 30 Deal Kit	34501	10529	4,860	4,591	94.47%	20.50%	70.70%	1/24/97	
	Merit	B1G 1/2F CF Header Kit	34502	10611	728	728	100.00%	0.00%	99.70%	1/24/97	
	Merit	B2G1F 40 Deal Kit	34301	10532	36,546	36,141	98.89%	14.80%	76.20%	1/24/97	
	V/S	2Pk w/ Lighter Kit	37701	10528	49,545	48,991	98.88%	84.00%	14.10%	1/24/97	
	V/S	Carton w/T-Shirt Kit	37801	10526	7,270	7,154	98.40%	92.40%	1.10%	1/24/97	
	Parl	B2G1F 40 Deal Kit	28901	10524	25,761	24,934	96.79%	2.80%	92.50%	1/24/97	
	Parl	B2G1F 40 Deal Kit (Military)	05501	10525	25	25	100.00%	20.00%	0.00%	1/24/97	80% Depot

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